

Message Text

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ACTION COME-00

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FM AMEMBASSY ALGIERS
TO SECSTATE WASHDC 8140
INFO AMEMBASSY RABAT
AMEMBASSY TUNIS
AMCONSUL CASABLANCA

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E. O. 11652: N/A
TAGS: BEXP, AG
SUBJ: DEC 78 COMMUNICATIONS EQPT SEMINAR MISSION

REF: 77 STATE 310645

1. EMBASSY HAS DISCUSSED SUBJECT MISSION WITH MINISTRY OF PTT,
BY FAR ALGERIA'S LARGEST USER OF COMMUNICATIONS EQUIPMENT AND HEAD
OF GOA "COMITE DE COORDINATION DES TELECOMMUNICATIONS". PTT VERY
RECEPTIVE TO IDEA OF MISSION AND WILLING ACT AS CO-SPONSOR.

2. USDOC HAS FULL INFORMATION QUESTIONS REFTEL PARAS 1.E. AND 3.A.
SEE OBR 77-60.

3. EMBASSY RECOMMENDS THREE-DAY MISSION, VISITING ALGIERS ONLY.
THERE APPEARS BE NO CONFLICT WITH PROPOSED MISSION TIMING.

4. NEW FOUR YEAR DEVELOPMENT PLAN NOT YET PUBLISHED, SO IT DIF-
FICULT STATE WITH CERTAINTY WHICH PRODUCTS OR SUBJECTS SHOULD BE
FEATURED. PTT'S ANSWER IS, "EVERYTHING"* THEY PLANNING EXPAND SER-
VICE FROM 400,000 TELEPHONE USERS TO 1,000,000 WITHIN NEXT FIVE
YEARS; THEY WANT TO CONNECT SAHARA WITH MICRO-WAVE STATIONS; THEY
WANT TO DOUBLE CURRENT CABLE SYSTEM AND PROVIDE BACK-UPS FOR CUR-
RENT 13 DOMESTIC SATELLITE STATIONS. PTT INTERESTED IN LEARNING
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MORE ABOUT "PULSE CODE MODULATION" SYSTEMS AND "DIGITAL HERTZIAN
BEAM" SYSTEMS. IN GENERAL, TOPICS/PRODUCTS FOR ALGERIA SHOULD NOT
RPT NOT BE GEARED TO BASIC INFRASTRUCTURE DEVELOPMENT; RATHER
THE EMPHASIS SHOULD BE ON UPGRADING, EXPANSION AND MODERNIZATION.

5. CURRENT IMPORT STATISTICS NOT AVAILABLE. IN 1976, IMPORTS OF
COMMUNICATIONS EQUIPMENT (INCLUDING RADIO AND TV TRANSMITTING EQU-

IPMENT) AMOUNTED TO NEARLY \$150 MILLION, PTT OFFICIALS CLAIM THAT COMMUNICATIONS PROJECTS OVER NEXT FOUR OR FIVE YEARS COULD TOTAL ONE BILLION DOLLARS (INCLUDING LOCAL COSTS). MAJOR COMPETITORS ARE FRANCE, WEST GERMANY, SWEDEN AND SWITZERLAND.

6. THERE NO RPT NO WORLD BANK OR SIMILAR LOANS. THIS BRINGS UP MAJOR PROBLEM FOR US SUPPLIERS OF COMMUNICATIONS EQUIPMENT AND SERVICES: FINANCING* IN ALGERIA COMPETITION IN SOPHISTICATED EQUIPMENT FIELDS CENTERS ON AVAILABILITY OF FINANCING. AS LONG AS EUROPEANS (INCLUDING JAPANESE AND CANADIANS) ABLE OFFER MORE ATTRACTIVE FINANCING THAN U.S., WHICH CURRENTLY IS THE CASE, THEY WILL CONTINUE DOMINATE COMMUNICATIONS EQUIPMENT MARKET.

7. US FIRMS WITH OFFICES IN ALGERIA INCLUDE GE, GTE, HARRIS, IBM, ITT AND MOTOROLA.

8. FOR ADDITIONAL INFORMATION CONCERNING ALGERIA'S CURRENT COMMUNICATIONS SYSTEM, EMBASSY RECOMMENDS DEPT SEE AUGUST 22, 1977 ISSUE OF "TELEPHONY", PUBLISHED BY TELEPHONY PUBLISHING CORP, 53 W. JACKSON, CHICAGO, ILL 60604.

9. TENTATIVE COSTS REQUESTED PARA 3 REFTEL AS FOLLOWS:

- A. SINGLE ROOMS FOR MISSION MEMBERS, \$65 PER DAY;
- B. SUITE FOR MISSION DIRECTOR, \$125 PER DAY.
- C. INTERPRETER TRANSLATOR SERVICES FOR MISSION MEETINGS, \$150 PER MAN-DAY (ASSUME ONE AND HALF MAN DAYS PER MISSION-DAY) (WE AS-UNCLASSIFIED

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SUME TUNIS AGAIN WILL TAKE CARE OF TRANSLATING AND PRINTING MISSION BROCHURES AND SEMINAR PAPERS);

- D. INVITATION, \$50;
- E. SEMINAR WILL HAVE TO BE HELD AT AURASSI HOTEL, COST \$1,250 PER DAY, PLUS NECESSARY REFRESHMENTS;
- F. LOCAL PHOTOGRAPHER, \$100;
- G. MISSION-SPONSORED RECEPTION, \$700;
- H. MISC, INCLUDING MISSION SECRETARY, \$500.

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